

The  
**PENTARCH  
GROUP**

**Profile 2010**



# THE PENTARCH GROUP

## PENTARCH GROUP Divisions and primary subsidiaries



### ▶ AGRICULTURE

- Pentarch Farms
- Pentarch Grains



### ▶ DEFENCE

- Pentarch Pty Ltd



### ▶ FOREST PRODUCTS

- Pentarch Forest Products
- Pentarch Forestry Services
- Timberships
- Australian Marshalling Services
- Australian Marshalling Services Stevedoring



### ▶ PRODUCT SERVICES

- Fire Safety



### ▶ GROUP SUPPORT

- Finance
- Administration
- Documentation
- Foreign Exchange
- OHS&E

# THE PENTARCH GROUP

## History:

Formed in late 1984 the Pentarch Group have expanded their business base continually over the last twenty five years.

Significant contracts with the Australian Defence Forces including the provision of the Steyr Assault rifle together with sales of police equipment in Australia and New Zealand were enhanced by continuous casting equipment for non-ferrous metals. Today, this division Pentarch Pty Ltd is a major supplier to the Australian Defence Forces, providing engineering and mechanical solutions to defence projects.

Growing from initial sales of animal fodder in 1985, the Group's agricultural division - Pentarch Agricultural has developed into one of Australia's largest independent exporters of specialist animal fodder and grains to major Asian and Middle Eastern countries. We have state of the art processing and packaging facilities in Western Australia which we are driving to replicate in other parts of Australia.

In 1993 Pentarch commenced pine log exports to Korea, this lead to the formation of Pentarch Forest Products, which today is Australasia's leading exporter of Australian and New Zealand plantation grown roundwood. To support this operation independent harvesting and marshalling companies were formed - Pentarch Forestry Services and Australian Marshalling Services.

To facilitate the volumes exported in cooperation with other exporters we formed our own bulk shipping company - Timberships, which is a major charterer of dry bulk vessels for both Pentarch Forest Products and third parties. These fully integrated entities provide seamless service from the product source to the customers' destination, at over sixteen major ports in five countries.

## Directors:

- Malcolm McComb - Chief Executive Officer
- Simon Yuncken - Chief Financial Officer
- Christopher Deighton - Director
- Ian Sedger - Director

## Group Updates - 2010

- FOREST PRODUCTS - cargo exported **10.595 million JAS\***
- PENTARCH AGRICULTURE - product exported **755,000 MT\***
- SHIPPED CARGO **14.072 million JAS / MT\***
- SHIPPING - voyages chartered **670\***
- STAFF LEVELS - (full time equivalent) **204**
- TURNOVER - (2009/2010) **AUD \$195.4 Million**
- EXPORT PORTS - (Australia & New Zealand) **10**
- BRANCH LOCATIONS - includes Korea, China, Japan, India, and the Middle East **17**

\*progressive totals

# THE PENTARCH GROUP

## PENTARCH FOREST PRODUCTS

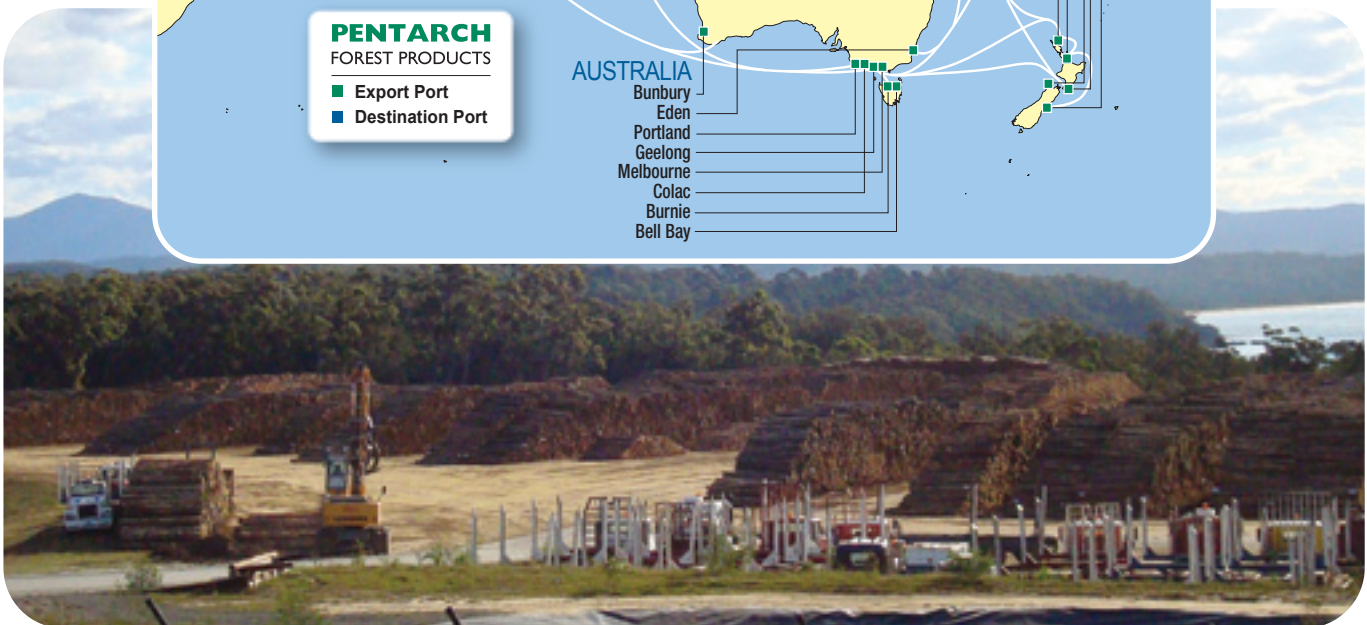
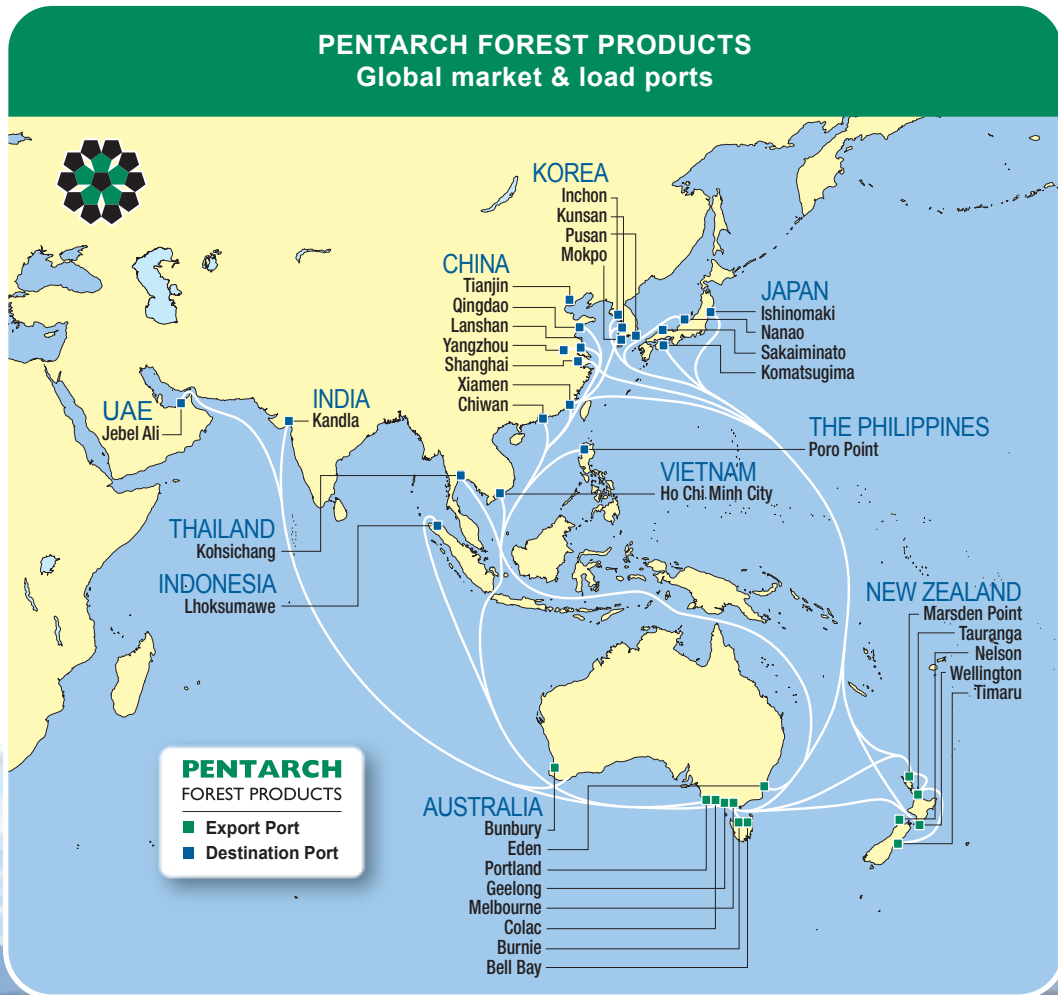


Pentarch Forest Products is Australasia's leading exporter of plantation grown softwood and hardwood in roundwood and lumber.

It operates across Australia and New Zealand from export facilities that have access to the major plantation sites, and maintains direct representation in: Korea, Japan, China, India and the Middle East.

Pentarch Forest Products' reputation has been built on a policy of direct representation and dealing with the end user.

The company supports local harvesting and the development of skills, which has been particularly important during periods of low domestic consumption, to avoid the potential impact on harvesting capacity.



# THE PENTARCH GROUP

## PENTARCH FORESTRY SERVICES



Pentarch Forestry Services is the procurement arm of Pentarch Forest Products.

Pentarch Forestry Services offers a total management service to small private forest owners who generally do not have the means to harvest or market their plantations.

They provide - forest management, harvesting and haulage, inventory analysis marketing, OHS&E management and detailed reporting.

Pentarch Forestry Services contracts harvesting operations and coordinates the transport of logs to domestic customers or to railheads and log yards at ports.



## TIMBERSHIPS



Initially the Pentarch Group chartered vessels under the name Radiata Exports or Pentarch Forest Products, in 1989 Timberships was incorporated as a subsidiary company to Pentarch Forest products and took over the full chartering role. In addition to Pentarch Forest Products, Timberships provide shipping services to a number of Australian and New Zealand log exporters, lifting the average volume shipped per year to above the million tonne mark.

### Timberships offer:

**Flexibility in shipment timing • Large number of discharge port options • Wide range of load ports  
Large range of vessels • Regular access to the Persian Gulf • Highly experienced operations staff**



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## AUSTRALIAN MARSHALLING SERVICES

Australian Marshalling Services is responsible for log yard and wharf operations that include - unloading trucks / scaling of logs / inventory recording/quality control and ship loading.

AMS works closely with stevedores, waterfront unions, port authorities to develop techniques associated with the stowing and loading of vessels which have resulted in improved uplift and consequential cost effectiveness for bulk shipments.

Further improvements in efficiency have arisen through the development of a protocol for log grading and measurement and the development of an Enterprise Resource Planning (ERP) system which enables tracking of logs from forest to the customers' wharf.



## AUSTRALIAN MARSHALLING SERVICES STEVEDORING

AMSS has responsibility for stevedoring management and performs an in-house stevedoring function at the Eden NSW port facility through a casual localised workforce.

Since inception AMSS has designed the work systems and fully trained all new stevedoring employees. AMSS provide stevedoring support to other Forest Product ports, when needed.



# THE PENTARCH GROUP

## PENTARCH PTY LTD



Established in 1984 Pentarch Pty Ltd is the oldest company in the Pentarch Group.

In 1986 Pentarch signed the first large contract with the Department of Defence on behalf of Steyr-Daimler-Puch GmbH, as it was then for 85,000 assault rifles for the Australian Army to be manufactured in Australia.

The company represents major manufacturers of armaments and continues to import ammunition for State and Federal authorities.

Today it works closely with the Department of Defence applying its engineering and manufacturing skills to provide solutions, such as the safe disposal of 'time expired' ammunition.

*Pentarch Pty Ltd is ISO 9001 accredited*



## PENTARCH PRODUCT SERVICES

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HNE AG is a clear leader in fire fighting technology throughout Europe - adapting the compressed air foam principles of fire trucks into smaller powerful portable fire fighting units.

Pentarch Product Services as the exclusive importer/distributor for HNE has seen a need for this innovative technology against fire risks to valuable assets in the Australian/New Zealand markets.



The HNE range offers a powerful first attack on both A & B class fires, with long range and excellent mobility. The units have achieved a fire rating from SAI Global - setting new standards for performance in the industry.

The 7, 10 and 50 litre units are certified to AS/NZ 1841.42007 and AS4265:1999. The 10A:80B ratings to AS/ASZ1850 are the highest fire ratings ever achieved in Australia for mobile units.

# THE PENTARCH GROUP

## PENTARCH FARMS



Pentarch Farms is a major independent exporter of animal fodder. It offers a variety of product which is sourced from its Australia wide grower network.

The commitment to the customer is ensured through Pentarch's involvement covering:

- Growing & Harvesting
- Processing & Packing
- Transporting & Shipping



They draw upon existing commercial skills to compliment the manufacturing process, plus personnel with extensive experience in agriculture, procurement, processing, shipping and international marketing.

QA programmes are used to monitor and maintain excellent standards, simultaneously tracking the progress of the product through all aspects of the production process.

## PENTARCH GRAINS



Pentarch Grains is an independent grain exporter and is located in the primary grain growing area of Western Australia, it provides:

### PRODUCTS

- Wheat - ASW & APW grades
- Barley - feed & malting
- Oats - feed & milling
- Lupins / Canola / Pulses & Cotton Seed

### SERVICES

- Accumulation
- Storage & Handling
- Cleaning
- Container packing

